

Message Text

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PAGE 01 MANAGU 03315 141440Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-07 /022 W
-----052234 141854Z /47
R 132112Z JUL 77
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3770

UNCLAS MANAGUA 3315

E.O. 11652: N/A
TAGS: BEXP, PINR, NU
SUBJECT: WTDR/FTI JULIO MARTINEZ AUTOMOVILES S.A.

REF: USDOC 11227

1. NICARAGUA 2. COUNTRY CODE: 219 E. SERIAL NO.:0046800
4. JULIO MARTINEZ AUTOMOVILES S.A.
4A. CODE: 4B. CODE: A 4C. CODE:X
5. APARTADO POSTAL 1949; PLAZA JM, BY-PASS SUR
6. MANAGUA, NICARAGUA
7. ESTABLISHED: 1966 8. EMPLOYEES: 180
9. SIZE: (18-X) VERY LARGE 10. REPUTATION: (22-X) EXCELLENT
1. SALES AREA: NICARAGUA
12. REPORT DATE: 07/77
13A. 37110/135 RETAILER, DISTRIBUTOR, IMPORTER OF AUTOMOBILES,
TRUCKS, BUSES;
13B. 37140/135 RETAILER, DISTRIBUTOR, IMPORTER OF MOTOR VEHICLES
PARTS AND ACCESSORIES;
14. CONTACT: MR. JORGE RIGUERO TITLE: GENERAL MANAGER
15. CABLE: JUMAR 16. TELEX: NA 17. PHONE: 60661-5
18. FINANCIAL REFERENCES: FIRST NATIONAL CITY BANK, MIAMI, FLOR-
IDA; WHITNEY NATIONAL BANK, NEW ORLEANS, LOUISIANA; BANCO DE AM-
ERICA, APARTADO POSTAL 285, AND BANCO NICARAGUENSE, APARTADO
POSTAL 285, AND BANCO NICARAGUENSE, APARTADO POSTAL 549, IN MANAGUA.
19. TRADE REFERENCES: SAME AS ITEM 20 BELOW.

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20. FOREIGN FIRMS REPRESENTED: FORD MOTOR CO., 153 HALSEY ST.,
NEWARK, NEW JERSEY, EXCLUSIVE DISTRIBUTION OF MOTOR VEHICLE AND
PARTS; JEEP INTERNATIONAL CORPORATION, 14250 PLYMOUTH ROAD, DETROIT,
MICHIGAN, EXCLUSIVE DISTRIBUTION OF MOTOR VEHICLES AND PARTS;
ALSO, FORD MOTOR CO. SUBSIDIARIES IN GERMANY AND ENGLAND.
21. JULIO MARTINEZ AUTOMOVILES S.A. IS ONE OF THE LARGEST AND MOST
SUCCESSFUL MOTOR VEHICLE DISTRIBUTING CONCERNS IN NICARAGUA. IT

DISTRIBUTES U.S. AND EUROPEAN-MADE FORD AUTOMOBILES, TRUCKS AND BUSES AND JEEP VEHICLES FOR THE AMERICAN MOTORS CORPORATION. IT ALSO IMPORTS AUTOMOBILE SPARE PARTS, ACCESSORIES AND AUTOMOTIVE HARDWARE. FIRM HAS MAIN OFFICES IN THE CITY OF MANAGUA AND A NUMBER OF AGENCIES IN PRINCIPAL CITIES THROUGHOUT THE COUNTRY. IT REPORTS AN ANNUAL VOLUME OF BUSINESS OF US\$11 MILLION. FIRM IS ONE OF THE SEVERAL ENTERPRISES THAT SINCE 1966 HAVE BRANCHED OUT OF THE BUSINESS FIRM ORIGINALLY FOUNDED IN 1935 BY THE LATE JULIO MARTINEZ. THESE VARIOUS FIRMS, WHICH ARE UNDER THE OVERALL DIRECTION OF MR. MARTINEZ'S SON-IN-LAW, MR RODOLFO DORN, INCLUDE: A LARGE AUTO PARTS IMPORTING AND DISTRIBUTING FIRM, JULIO MARTINEZ REPUESTOS S.A.; A TRACTOR (ALLIS-FIAT) AND AGRICULTURAL MACHINERY DISTRIBUTING CONCERN, JULIO MARTINEZ TRACTORES S.A.; A MOTORCYCLE (HONDA) ASSEMBLY PLANT, ENSAMBLADORA NICARGUENSE DE MOTOCICLETAS S.A.; A JAPANESE AUTOBOBILE (MAZDA) DISTRIBUTING FIRM, AUTO IMPORTADORA NICARAGUENSE S.A.; A TIRE RECAPPING PLANT, REENCAUCHES JM; A SELECT INTERIO DECORATION STORE, DECORACIONES JM; A REPRESENTATION COMPANY, REPRESENTACIONES JM; AND AN AUTOMOBILE RECONDITIONING AND REPAIR SHOP. THE FIRM'S PRINCIPALS ARE ALSO SIZEABLE SHAREHOLDERS OF ONE OF THE LARGEST PRIVATE COMMERCIAL BANKS IN NICARAGUA, BANCO DE AMERICA, AND OF A LARGE INVESTMENT AND REAL ESTATE DEVELOPMENT COMPANY INVERSIONES COMERCIALES S.A. NO INFORMATION IS PRESENTLY AVAILABLE ON SUBJECT FIRM'S NET WORTH BUT EMBASSY CONSIDERS THAT FIRM AND ITS PRINCIPALS ENJOY AMPLE FINANCIAL RESOURCES. FIRM ENJOYS A GOOD REPUTATION IN LOCAL BANKING AND COMMERCIAL CIRCLES AND IS RECOMMENDED AS A FAVORABLE TRADE CONTACT FOR INTERESTED U.S. CON-

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CERNS.

22. PREPARED BY: RJMONTES APPROVED BY: PA HAIGH

AT: U.S. EMBASSY, MANAGUA

RUBENSTEIN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 13-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770251-0291
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19770763/aaaaccfh.tel
Line Count: 98
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Litigation History:
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Message ID: 83f8576c-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Handling Restrictions: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 21-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1879318
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI JULIO MARTINEZ AUTOMOVILES S.A.
TAGS: BEXP, PINR, NU, (MARTINEZ, JULIO)
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/83f8576c-c288-dd11-92da-001cc4696bcc
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